

**perform IT** 

For a smarter document process.



# Managed Document Services in daily business

Quick. Simple. Precise.

Answer your customer's questions before they arise!

## About mySalesDrive.com (SalesDrive)



mySalesDrive.com is the third generation of an industry-specific solution to analyze and create proposals in the field of Managed Document Services. This web based software has been awarded several prestigious awards and is used worldwide. Up to this present time more than 1.5 million devices have been analyzed and respective new concepts have been continuously developed as well as calculated in the software.

The highlight of SalesDrive is its modularity, that is, the design is so flexible that each user can work with it very quickly and simply with a few clicks. The more know-how is available, the more functions can be unlocked and a precise evaluation can be created.

# SalesDrive 4 Management

## Users

Owners / Sales Managers

## Target

Overview of the projects of all sales persons and consultants

## Results

- a) Forecast of turnover and gross profit for hardware, service and solutions
- b) A thorough overview of groups and teams
- c) Final statistic with target reaching
- d) Overview concerning purchase planning and warehousing



## User groups

We distinguish the following user groups

### Owners / Sales Managers

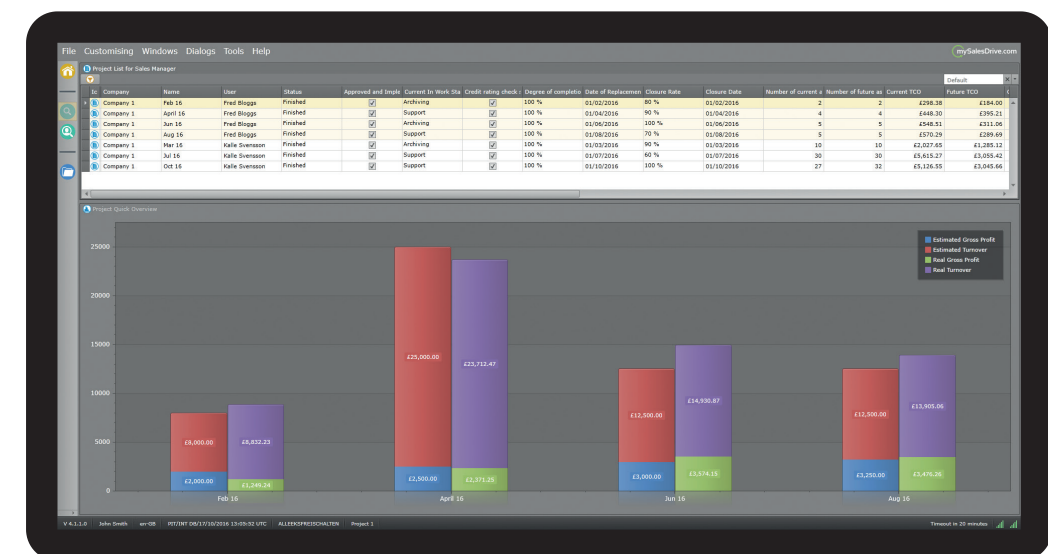
Forecast, prospect planning and project monitoring

### Salespersons

Quick and easy operation to determine the budget at the customer's site

### Project Managers / Consultants

Precise and comprehensive function with room planning, process cost determination, Offer modelers and many more



## Customer quote / Sales Management

„Sensational – quick overview – from each location and at any time! Always at hand: the turnover situation, completed orders, the forecast as well as proposal activities and level of deals achieved by each sales person!“





# SalesDrive 4 Sales

## Users

Salespersons

## Projects

End customers with 1 to 5 devices

## Target

Quick and easy result evaluation

## Results

Evaluation of the current costs at the customer's site (budget)

Creation of a customer-related proposal (comparison)



## Process

Input of 2 indicators to evaluate the current situation

1 Device name

2 Page volume (meter reading)

Automatic output of the following information by SalesDrive



1 Monthly costs at the customer's site = budget for solution

2 Overview page volume

3 Annual requirements of supplies relating to  
a) Costs  
b) Number of cartridges / drums

4 Environmental aspects relating to  
a) Costs  
b) Kwh  
c) CO2 emission

5 Technical functions of the current devices

## Customer quote

„With the software my customer meetings and appointments with interested parties are more efficient, creation of proposals and entering into contracts is significantly faster and more professional!“



# SalesDrive 4 Consultants

## Users

Project managers / Consultants

## Projects

Middle-sized and bigger consulting projects

## Target

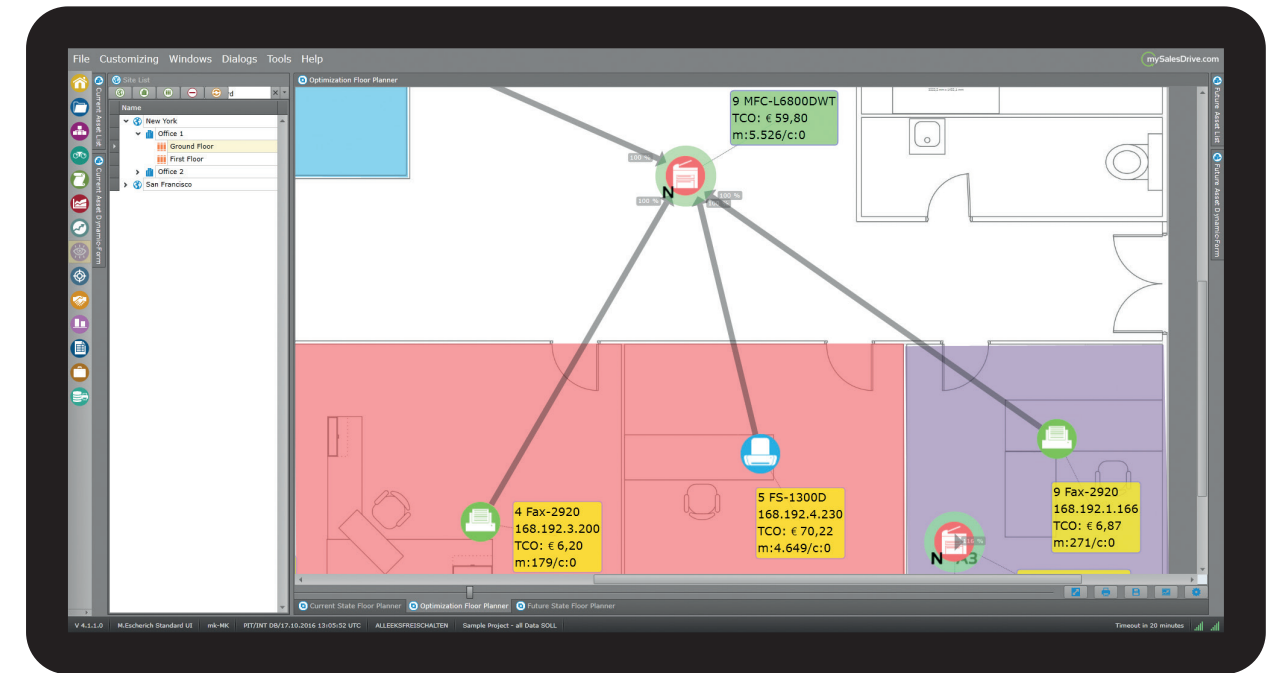
Precise evaluation of results containing many details as competitive advantage

## Results

- Comprehensive presentation of the current situation at the customer's site, including room planning, costs, process flow, etc.
- Creation of an own concept for the customer with solutions and process optimization at his site



## Process



- 1 Data collection using

  - iPad offline on-site
  - Import from fleet management
  - Manual input online
- 2 Contract management concerning the current situation
- 3 Visual presentation of the current situation using room planning
- 4 Visual presentation of the new future situation using room planning
- 5 Configuration and calculation of the concept including solutions
- 6 Presentation and optimization of the process flows at the customer's site
- 7 Extensive reporting using diagrams, roll out lists, expertise, etc.



## Customer quote

„With the software the working on complex projects is 5 times quicker, easier and the documents for the concept are much more professional!“







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